

Mumbai, 4th May, 2018

Wockhardt Q4FY18 Net Sales at Rs.1,018 crore and FY 17-18 Sales at Rs. 3,937 crore

	Q4-FY18	Q3-FY18	Q4-FY17	FY 17-18	FY 16-17
	Jan - Mar 2018	Oct - Dec 2017	Jan - Mar 2017	Apr - Mar 2018	Apr - Mar 2017
	INR Cr	INR Cr	INR Cr	INR Cr	INR Cr
Sales	1,018	1,005	864	3,937	4,015
EBITDA before R&D	47	106	(87)	232	423
EBITDA % to Sales	4.6%	10.6%	-10.1%	5.9%	10.5%
R&D	77	61	90	287	397
R&D % to Sales	7.6%	6.1%	10.4%	7.3%	9.9%
EBITDA	(30)	45	(177)	(55)	26
EBITDA Margins %	-2.9%	4.5%	-20.5%	-1.4%	0.6%
PBT before exceptional item	(118)	(16)	(204)	(283)	(247)
Exceptional item	-	-	-	(358)	-
PBT after exceptional item	(118)	(16)	(204)	(641)	(247)
Profit After Tax	(155)	(41)	(175)	(608)	(196)
PAT Margins %	-15.2%	-4.1%	-20.3%	-15.4%	-4.9%
EPS	(13.9)	(3.7)	(15.8)	(55.0)	(17.7)

Wockhardt Limited, the Pharmaceutical and Biotechnology major, reported its 4th Quarter and Annual Results for Financial Year 2017-18, today.

Business review for the 4th quarter and Financial Year ended 31st March, 2018:

The business performance during the quarter ended 31st March, 2018 showed marked improvement with Sales growth by 18% as compared with the similar quarter of previous year.

During the year, reclassification of taxes post GST implementation in India has affected the total Sales apart from subdued business sentiments for part of the year. While Company's focus on cost containment and rationalisation continues to deliver its intended positive impact on profitability, cost of on-going remedial measures, volatility in various currencies like GBP, EURO & USD had impacted the business. Also, focus in strategic R&D initiatives of the Company in the global arena continued to impact the profitability. However, it would be noteworthy to mention that such strategic R&D expenses are for the future, inspite of the fact that they are expensed off.

Emerging Market Business of the Company grew by 37% in Q4FY18 over Q4FY17.

UK Business in GBP terms grew by 24% in Q4FY18 vs Q4FY17. The Company launched 3 new products in UK market in FY18.

US Business stands at 17% of the Global Revenues and grew by 13% over last quarter of previous year, mainly on account of New Products launches.

The company's continued pursuit in creating strong Intellectual Property (IP) base resulted into filing of 11 patents **during the Quarter ended 31st March, 2018** taking the cumulative filings to 3,037. The company was granted 14 patents during the quarter and now totally holds 628 patents.

International Business contributed 64% of the total revenues during the Q4FY18.

Research & Development expenditure during the quarter was at Rs.77 crore (8% to sales) and including capital expenditure is at 13% to sales.

Capital expenditure of Rs.97 crore was incurred during the quarter.

The Irish Business grew 6% in INR terms in Q4FY18 vs Q4FY17.

For the year ended 31st March, 2018

International Business contributed 62% of the Total Revenue.

Research & Development expenses during FY18 was at Rs.287 crore (7% to sales) and including capital expenditure is at 11% to sales.

Capital expenditure of Rs.302 crore was incurred in FY18.

India Business de-grew by 1% in FY18 compared to FY17 mostly on account of GST introduction. 12 New Products were launched in FY18.

Emerging Market Business grew by 18% in FY18 compared to FY17.

US Business stands at 17% of the Global Revenues.

The Irish Business grew by 7% in Euro terms in FY18.

The company received 3 new approvals of ANDA during the FY18 and 5 site transfer approvals during FY 17-18. Total pending ANDAs as on 31st March, 2018 is 70.

Proposed Issue of Securities :

The Board of Directors of the Company has approved raising of additional capital by way of one or more public or private offerings including through a Qualified Institutions Placement (“QIP”) to eligible investors through an issuance of equity shares or other eligible securities for an amount not exceeding Rs.1,500 crores as may be permitted under applicable law and subject to applicable regulatory and statutory approvals. The Board has also approved the postal ballot notice to be sent to the shareholders of the Company for seeking their approval for the proposed fund raising activity.

Proposed Issue of Non- Convertible Debentures (NCDs) :

The Board of Directors of the Company has also approved issuance of Non-Convertible Debentures (NCDs) on a private placement basis upto an amount not exceeding Rs.1,200 crores. The proceeds of the issue shall be utilised to repay/prepay existing debts and general corporate purposes.

About Wockhardt :

Wockhardt is a Global Pharmaceutical and Biotech company employing over 9,000 people and 27 nationalities with presence in USA, UK, Ireland, Switzerland, France, Mexico, Russia and many other countries. It has manufacturing and research facilities in India, USA & UK and a manufacturing facility in Ireland. Wockhardt has a significant presence in USA, Europe and India, with 62% of its global revenues coming from international businesses. Wockhardt is home to 600 plus scientists, of whom, 70 plus are doctorates. Wockhardt is the only company in the world where USFDA has given QIDP Status (Qualified Infectious Diseases Programme) for 5 of our Anti-bacterial discovery programmes – 2 of them are Gram Negative and 3 Gram Positive effective against untreatable “Superbugs”. Wockhardt’s entire Anti-infective portfolio particularly addresses the specific bacterial organism where resistances are high and breakthrough antibiotics are needed.